

Amendments to the Claims:

This listing of claims will replace all prior versions, and listings, of claims in the application.

1. (Presently Amended) A method for a real estate agent to obtain ~~an exclusive~~ a real estate listing for a property of a seller, the method comprising:

providing consideration to the seller;

receiving from the seller the ~~exclusive~~ real estate listing of the property in return for providing the consideration to the seller the ~~exclusive real estate listing being for an exclusivity time period;~~

and

receiving return consideration from the seller if a sale condition for the property is met ~~during the exclusivity time period.~~

2. (Original) The method of claim 1, wherein the consideration includes an up-front payment to the seller.
3. (Original) The method of claim 1, wherein the sale condition is receipt of a bona fide offer to purchase the property.
4. (Original) The method of claim 1, wherein the sale condition is an executed purchase contract.
5. (Original) The method of claim 1, further comprising not receiving the return consideration refund if the sale condition is not met.

6. (Original) The method of claim 1, wherein receiving return consideration includes receiving a refund of at least a portion of the consideration.
7. (Currently Amended) The method of claim 1, wherein receiving return consideration includes offsetting a purchase price for the property with the refund.
8. (Original) The method of claim 1, wherein receiving return consideration includes the real estate agent increasing a commission received from the seller.
9. (Original) The method of claim 1, wherein the property has an associated price and providing consideration to the seller includes providing an advance of the price, and wherein receiving return consideration includes offsetting monies provided to the seller based on sale of the property by the advance.
10. (Currently Amended) The method of claim 1, wherein:
 - the providing consideration includes providing consideration to a plurality of sellers;
 - the receiving ~~exclusive~~ the listing includes receiving ~~an exclusive~~ listings from the plurality of sellers; and
 - the receiving a refund includes receiving a refund from a group of the plurality of sellers for which a corresponding sale condition is met.

11. (Currently Amended) The method of claim 10, ~~the consideration not being included in the first arrangement and the plurality of sellers have different exclusivity time periods~~ 1, wherein the listing is an exclusive listing.
12. (Original) The method of claim 10 wherein the group of sellers have different sale conditions.
13. (Original) The method of claim 1, further comprising receiving financing from a financing agent.
14. (Original) The method of claim 13, further comprising using the financing to provide consideration to the seller.
15. (Original) The method of claim 13, further comprising making payment in return for receiving the financing.
16. (Original) The method of claim 15, wherein the payment in return for the financing includes paying a percentage of the financing.
17. (Original) The method of claim 15, wherein the payment in return for the financing includes paying a percentage of commissions for sale of one or more properties.
18. (Cancelled)
19. (Cancelled)

20. (Currently Amended) A method of a real estate agent to obtain ~~an exclusive~~ a real estate listing for a property of a seller, the method comprising:

offering the seller a first arrangement wherein the real estate agent obtains the ~~exclusive~~ listing for the property and an opportunity to receive a first commission; and

offering the seller a second arrangement wherein the real estate agent obtains the ~~exclusive~~ listing for the property and an opportunity to receive a second commission, the second commission being greater than the first commission, and wherein the seller receives consideration for providing the ~~exclusive~~ listing, the consideration not being included in the first arrangement.

21. (New) The method of claim 20, wherein at least one of the arrangements includes the real estate agent obtaining an exclusive real estate listing.

22. (New) A method for a real estate agent to obtain a real estate listing for a property of a seller, the method comprising:

providing up-front consideration to the seller;

receiving from the seller the real estate listing of the property in return for the up-front consideration; and

allowing the seller to retain at least a portion of the consideration if a sale condition is not met.

23. (New) The method of claim 22, wherein the real estate listing is an exclusive real estate listing.

24. (New) The method of claim 22, wherein the consideration includes one or more of the following: money; goods; or services.
25. (New) The method of claim 22, wherein the seller is allowed to retain at least a portion of the consideration if the sale condition is not met during a time period.
26. (New) The method of claim 25, wherein the real estate listing is an exclusive real estate listing for an exclusivity time period and wherein the time period and the exclusivity time period are the same.
27. (New) The method of claim 22, wherein the sale condition includes one or more of the following: receipt of a bona fide offer to purchase the property; an executed purchase contract; or sale of the property.
28. (New) A method for a real estate agent to obtain a real estate listing for a property of a seller, the method comprising:
 - providing up-front consideration to the seller;
 - receiving from the seller the real estate listing of the property in return for the up-front consideration;
 - receiving a refund of at least a portion of the consideration from the seller if a sale condition is met; and
 - allowing the seller to retain at least a portion of the consideration if the sale condition is not met.

29. (New) The method of claim 28, wherein the real estate listing is an exclusive real estate listing.

30. (New) The method of claim 28, wherein the consideration includes one or more of the following: money; goods; or services.

31. (New) The method of claim 28, wherein the seller is allowed to retain at least a portion of the consideration if the sale condition is not met during a time period.

32. (New) The method of claim 31, wherein the real estate listing is an exclusive real estate listing for an exclusivity time period and wherein the time period and the exclusivity time period are the same.

33. (New) The method of claim 28, wherein the sale condition includes one or more of the following: receipt of a bona fide offer to purchase the property; an executed purchase contract; or sale of the property.

34. (New) A method of a real estate agent to obtain a real estate listing for a property of a seller, the method comprising:

offering a seller a first arrangement wherein the real estate agent obtains the listing for the property of the seller and receives a first commission from the seller if a first sale condition is met; and

offering the seller a second arrangement wherein the real estate agent obtains the listing for the property and receives a second commission if a second sale condition is met, and wherein the seller receives consideration in return for the listing, the consideration not

being included in the first arrangement, and wherein the seller keeps at least a portion of the consideration if the second sale condition is not met.

35. (New) The method of claim 34, wherein at least one of the arrangements includes the real estate agent obtaining an exclusive real estate listing.

36. (New) The method of claim 34, wherein the second commission is greater than the first commission.

37. (New) The method of claim 34, wherein the first commission is equal to the second commission.

38. (New) The method of claim 34, wherein the first sale condition or the second sale condition includes one or more of the following: receipt of a bona fide offer to purchase the property; an executed purchase contract; or sale of the property.

39. (New) The method of claim 34, wherein the first sale condition is the same as the second sale condition.

40. (New) The method of claim 34, wherein the first sale condition is different than the second sale condition.

41. (New) The method of claim 34, wherein in the second arrangement, the consideration includes an up-front payment to the seller.

42. (New) The method of claim 34, wherein in the second arrangement, the consideration includes one or more of the following: money; goods; or services.

43. (New) The method of claim 34, wherein in the second arrangement, the seller keeps at least a portion of the consideration if the second sale condition is not met during a time period.

44. (New) The method of claim 43, wherein in the second arrangement, the listing is an exclusive real estate listing for an exclusivity time period and wherein the time period and the exclusivity time period are the same.

45. (New) A method for a real estate agent to obtain a real estate listing for a property of a seller, the method comprising the steps of:

determining up-front consideration to be given to the seller;

receiving from the seller the real estate listing of the property in return for the up-front consideration;

determining whether the seller is allowed to retain at least a portion of the consideration, the determination being based on whether a sale condition is met; and

wherein at least a part of one of the steps utilizes a computer.

46. (New) The method of claim 45, wherein the real estate listing is an exclusive real estate listing.

47. (New) The method of claim 45, wherein the consideration includes one or more of the following: money; goods; or services.

48. (New) The method of claim 45, wherein the sale condition includes one or more of the following: receipt of a bona fide offer to purchase the property; an executed purchase contract; or sale of the property.

49. (New) The method of claim 45, wherein the determination being based on whether a sale condition is met is based on whether the sale condition is met during a time period.

50. (New) The method of claim 49, wherein the real estate listing is an exclusive real estate listing for an exclusivity time period and wherein the time period and the exclusivity time period are the same.

51. (New) A system for tracking seller contracts, each contract providing for a real estate agent to receive a listing for a property of a seller in return for the seller receiving up-front consideration for the listing, the seller retaining at least a portion of the up-front consideration if a sale condition is not met during a time period, the system comprising:
one or more processors coupled to electronic storage, the processors programmed to:
associate with each seller contract an indication of the up-front consideration to the seller and an indication of the time period; and
track expiration of the time period, thereby enabling a determination of whether the seller retains at least a portion of the up-front consideration.

52. (New) The method of claim 51, wherein the listing is an exclusive listing.

53. (New) The system of claim 51, wherein the listing is an exclusive listing for an exclusivity time period, and wherein the time period equals the exclusivity time period

54. (New) The system of claim 51, wherein the consideration includes one or more of the following: money; goods; or services.

55. (New) The method of claim 51, wherein the sale condition includes one or more of the following: receipt of a bona fide offer to purchase the property; an executed purchase contract; or sale of the property.

56. (New) The method of claim 51, wherein the up-front consideration is received by the seller prior to the sale of the property.

57. (New) The method of claim 56, wherein the up-front consideration is received by the seller when the seller provides the listing to the real estate agent.

58. (New) A method for a real estate agent to obtain a real estate listing for a property of a seller, the method comprising the steps of:

offering the seller a first arrangement wherein the real estate agent obtains the listing for the property and an opportunity to receive a first commission;

offering the seller a second arrangement wherein the real estate agent obtains the listing for the property and an opportunity to receive a second commission, and wherein the seller receives consideration in return for providing the second listing, the consideration not being included in the first arrangement; and

determining the commission and consideration based on an arrangement selected by the seller;

wherein at least a part of one of the steps utilizes a processor.

59. (New) The method of claim 58, wherein at least one of the arrangements includes the real estate agent obtaining an exclusive real estate listing.

60. (New) The method of claim 58, wherein the second commission is greater than the first commission.

61. (New) The method of claim 58, wherein the first commission is equal to the second commission.

62. (New) The method of claim 58, wherein the first sale condition or the second sale condition includes one or more of the following: receipt of a bona fide offer to purchase the property; an executed purchase contract; or sale of the property.

63. (New) The method of claim 58, wherein the first sale condition is the same as the second sale condition.

64. (New) The method of claim 58, wherein the first sale condition is different than the second sale condition.

65. (New) The method of claim 58, wherein in the second arrangement, the consideration includes an up-front payment to the seller.

66. (New) The method of claim 58, wherein in the second arrangement, the consideration includes one or more of the following: money; goods; or services.

67. (New) The method of claim 58, wherein in the second arrangement, the seller keeps at least a portion of the consideration if the second sale condition is not met during a time period.

68. (New) The method of claim 67, wherein in the second arrangement, the listing is an exclusive listing for an exclusivity time period and wherein the time period and the exclusivity time period are the same.
69. (New) A system for tracking at least two arrangements for a real estate agent to obtain real estate listings for properties of sellers, the system comprising:
one or more processors coupled to electronic storage, the processors programmed to:
associate either a first arrangement or a second arrangement with a seller,
wherein the first arrangement comprises the real estate agent obtaining the listing for a property and an opportunity to receive a first commission, and wherein the second arrangement comprises the real estate agent obtaining the listing for the property and an opportunity to receive a second commission, the second commission being greater than the first commission, and the seller receiving consideration in return for providing the second listing, the consideration not being included in the first arrangement; and
associate arrangements with commissions and consideration, if any, thereunder.
70. (New) The method of claim 69, wherein at least one of the arrangements includes the real estate agent obtaining an exclusive real estate listing.
71. (New) The system of claim 69, wherein at least one of the arrangements includes the real estate agent obtaining an exclusive real estate listing for an exclusivity time period.
72. (New) The system of claim 69, wherein in the second arrangement, the consideration includes one or more of the following: money; goods; or services.

73. (New) The method of claim 69, wherein in the second arrangement, at least a portion of the consideration is retained by the seller if a sale condition is met.

74. (New) The method of claim 69, wherein in the second arrangement, the sale condition includes one or more of the following: receipt of a bona fide offer to purchase the property; an executed purchase contract; or sale of the property.

75. (New) The method of claim 69, wherein in the second arrangement, the consideration is up-front consideration.

76. (New) The method of claim 75, wherein in the second arrangement, the up-front consideration is received by the seller prior to the sale of the property.

77. (New) The method of claim 75, wherein in the second arrangement, the up-front consideration is received by the seller when the seller provides the second listing to the real estate agent.

78. (New) The method of claim 1, wherein receiving return consideration includes receiving an increased commission as compared to other contracts for real estate listings.

79. (New) The method of claim 1, wherein the receiving return consideration includes receiving the return consideration if the sale condition is met during a time period.

80. (New) The method of claim 79, wherein the real estate listing is an exclusive real estate listing for an exclusivity time period, and wherein the time period equals the exclusivity time period.

81. (New) The method of claim 1, wherein the consideration includes one or more of the following: money; goods; or services.